

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 NEA-11 ISO-00 CAB-09 CIAE-00 COME-00

DODE-00 INR-10 NSAE-00 RSC-01 FAA-00 PM-07 NSC-10

SPC-03 SAM-01 SS-20 DRC-01 /110 W

----- 117454

R 100925Z FEB 74

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 1287

INFO AMEMBASSY ISLAMABAD

/AMEMBASSY KARACHI 0044

AMEMBASSY KUWAIT

AMEMBASSY LAHORE

AMEMBASSY LONDON

AMEMBASSY BEIRUT

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BEIRUT FOR RCAA

KUWAIT PASS DOHA

EO 11652: NA

TAGS: ETRN, OCLR, PK, TC

SUBJ: CIVAIR: FLIGHT CLEARANCE FOR GRUMMAN GULFSTREAM G-11

REF: STATE 026917 NOTAL

1. WHILE WE CAN APPRECIATE PROMOTIONAL PURPOSE OF SUBJECT FLIGHT, AND ALSO ARE FULLY AWARE THAT SHAIKH ZAYID AND ABU DHABI GOVT HAVE BEEN SHOPPING FOR AN EXECUTIVE JET FOR 1 1/2 YEARS, EMB HAS MISGIVINGS ABOUT GRUMMAN OFFER TO FLY SHAIKH ZAYID BACK TO ABU DHABI AFTER ATTENDANCE AT LAHORE ISLAMIC CONF. FIRST OF ALL, WE CONSIDER CONVOCATION OF ISLAMIC HEADS OF STATE, IN WHICH USG IS STRICTLY AN OUTSIDER, NOT THE PROPER FORUM FOR PROMOTIONAL ACTIVITIES OF THE SORT PLANNED BY GRUMMAN. ZAYID TAKES HIS ISLAM SERIOUSLY AND WE SUGGEST THAT HE MIGHT

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EVEN BE OFFENDED BY ATTEMPT OF PRIVATE AMERICAN COMPANY TO

EXPLOIT HIS ATTENDANCE AT CONF FOR COMML PURPOSES. SECONDLY, AS DEPT AND SOME OF ADDRESSEES AWARE FROM EMB'S REPORTING, ZAYID HAS TAKEN VERY CRITICAL ANTI-US POSTURE SINCE OCT ARAB-ISRAELI WAR AND IT WAS HE WHO FIRST ANNOUNCED INTENTION EMBARGO OIL SHIPMENTS TO US. WE SERIOUSLY DOUBT ZAYID WOULD WISH TO BE SEEN RETURNING FROM ISLAMIC CONF IN PLANE BELONGING TO PRIVATE AMERICAN COMPANY. WHAT WE ARE TRYING TO SAY IS GRUMMAN MAY HAVE EXCELLENT CHANCE OF SELLING ONE OR MORE OF ITS GULFSTREAM EXEC JETS TO ZAYID PERSONALLY AND TO UAE/ABU DHABI GOVTS, BUT SALES POSSIBILITIES FOR THIS AIRCRAFT IN UAE COULD POSSIBLY BE JEOPARDIZED BY THE KIND OF HIGHLY PUBLICIZED/VIP-ORIENTED PROMOTIONAL EFFORT PROPOSED IN REFTEL.

2. FINALLY, WE ARE SKEPTICAL ABOUT USING QATARI DGCA GAYED AS A MIDDLE MAN IN EXTENDING GRUMMAN OFFER TO SHAIKH ZAYID. ADMITTEDLY GAYED IS VERY COMPETENT EXPATRIATE QATARI OFFICIAL, WHO HAS GOOD CONNECTIONS WITH US AVIATION INDUSTRY, BUT EMB NOT AWARE THAT HE HAS ANY SPECIAL ENTRE WITH ZAYID IN PARTICULAR, OR WITH RULING FAMILY HERE IN GENERAL. WHAT WE SPECULATE GAYED IS TRYING TO COOK UP, IN ADDITION TO ASSURING FOR HIMSELF PIECE OF THE ACTION OF ANY SALES GRUMMAN MAY MAKE TO ZAYID, IS COZY AIRBORNE MTG BETWEEN HIS PATRON, QATARI RULER SHAIKH KHALIFA, AND UAE PRESIDENT AS BOTH ARE FLOWN HOME. HAVE NO DOUBT THAT GAYED HOPES ENHANCE HIS OWN POSITION IN GOQ BY ORGANIZING SUCH A MTG.

3. EMB DOES NOT WISH GIVE IMPRESSION IN THIS MSG THAT IT DISCOURAGING SALES PROMOTIONAL ACTIVITIES FOR US EXEC AIRCRAFT. BOTH CHARGE AND COMML OFF HAVE BEEN PLUGGING SUCH SALES HARD FOR OVER ONE YEAR, AND WITHIN PAST WEEK, WE HAVE HAD OPPORTUNITY TO RAISE MATTER AGAIN WITH SEVERAL KEY OFFICIALS. WHILE IT POSSIBLE PROMOTIONAL EFFORT PLANNED BY GRUMMAN MAY SUCCEED WITHOUT A HITCH, WE FEEL OBLIGED TO NOTE SOME OF PROBLEMS THAT COULD DEVELOP IN MAKING OFFER TO SHAYKH ZAYID. WILL LEAVE TO DEPT'S DISCRETION, OF COURSE, WHETHER SOME OR ALL OF THESE OBJECTIONS SHOULD BE BROUGHT TO GRUMMAN'S ATTENTION. HOWEVER, IF COMPANY IS ADVISED ABOUT EMB'S RESERVATIONS, RECOMMEND ADDITIONAL POINT BE MADE THAT EMB WOULD ENCOURAGE GRUMMAN TO BRING GULFSTREAM TO UAE AT EARLY DATE. EMB PREPARED, OF COURSE, HELP IN ANY WAY WE CAN TO FACILITATE PROMOTIONAL VISITS AND FLIGHTS.

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GRIFFIN

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